

**Regular Board Meeting – August 2021
Financial Update**





Notes to the Financials – July 2021

Tahoe Donner Association recorded an Actual Net Operating loss of **-\$114k** for the month of July, with a Budgeted loss of **-\$97k** this saw us unfavorable to Budget by **-\$17k**.

Driven by:

- Payroll incl Burden was **-\$92k** unfavorable to budget, no Labor budgeted for Day Camps nor was there seasonal labor or commissions at Tennis budgeted resulting in **-\$109k** of non budgeted expense
- Summer Concerts due to Covid were cancelled resulting in a loss of revenue of \$142k and net result loss of \$75k

Operating Revenue: Gross Revenue ended the month **-\$37k** or almost **-2%** unfavorable to Budget.

- The cancellation of Summer Concerts and the continued closure of Pizza on the Hill due to a lack of culinary staff saw a combined budgeted shortfall in revenue of **-\$274k** within those two departments
- Strong revenue continued at Golf finishing the month **\$176k** better than budget
- The Lodge despite being closed 6 days in July again to a lack of staff still managed to beat budgeted revenue by **\$36k**
- Above budget revenues for the month were recorded at Tennis, Bikeworks and Advertising revenue

Cost of Goods Sold: **\$35k** favorable to Budget in COGS expense primarily due to the closure of Pizza on the Hill

- 28.5% F&B COGS for the month compared to a budgeted 31.8%
- Pre discount Retail COGS of 57.8% compared to 51.5% as budgeted



Total Payroll (incl burden): Salaries and Wages unfavorable to Budget of **-\$92k or -7%**

- No Day Camp seasonal labor Budgeted in Day Camps where we incurred **-\$62k** of expense
- No seasonal labor or associated commissions Budgeted in Tennis which saw **-\$47k** of expense in July (\$30k labor, \$17k commissions)
- Hourly labor at The Lodge **-\$15k** over Budget with 281 hours of overtime for the month
- HOA Services in line with budget, **\$46k** saved at Pizza on the Hill due to being closed

Other Operating Expenses: Operating Expense favorable to Budget of **\$78k**

- **\$67k** of Concert expense saved due to the cancellation of the July series
- Savings also in R&M, Admin and Staff Expenses with Utilities being slightly over budget for the month of some **-4%**

Net Operating Result: Year to Date Net Operating Result **\$1.4MM** or **42%** ahead of Budget.

Other:

- F&B labor shortage (cook positions) continued to hamper operations with Pizza on the Hill remaining closed and The Lodge closed 6 days of the month
- Smoke had begun impacting the region towards the latter half of July but revenues remained strong with high aerobic activities such as Biking and Tennis with a slight drop in visitation at the Marina

Financial Snapshot - July 2021
 Consolidated Operating P&L Comparison to Budget

GROSS REVENUE	
Month	Year to Date
-\$37,023	\$730,423
-1.83%	8.60%

COGS	
Month	Year to Date
\$34,770	\$15,260
15.08%	2.17%

TOTAL PAYROLL	
Month	Year to Date
-\$92,258	\$132,157
-7.15%	1.77%

OTHER OP EXPS	
Month	Year to Date
\$77,636	\$492,483
13.03%	13.85%

NET OPERATING RESULT	
Month	Year to Date
-\$16,875	\$1,370,323
-17.44%	42.42%

VISITATION	
Month	Year to Date
-19,298	-286

Consolidated Operating P&L - July 2021

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$273,901	\$273,901	\$0	0.00%	\$180,887	\$93,014	51.42%
\$574,948	\$547,450	\$27,498	5.02%	\$127,335	\$447,613	351.52%
\$516,414	\$610,400	-\$93,986	-15.40%	\$192,774	\$323,640	167.89%
\$67,468	\$66,300	\$1,168	1.76%	\$32,334	\$35,134	108.66%
\$289,141	\$292,500	-\$3,359	-1.15%	\$35,710	\$253,431	709.69%
\$167,009	\$158,500	\$8,509	5.37%	\$80,205	\$86,804	108.23%
\$93,397	\$70,250	\$23,147	32.95%	\$100,274	-\$6,877	-6.86%
\$1,982,278	\$2,019,301	-\$37,023	-1.83%	\$749,519	\$1,232,759	164.47%
\$195,777	\$230,547	\$34,770	15.08%	\$76,785	-\$118,992	-154.97%
\$1,786,501	\$1,788,754	-\$2,253	-0.13%	\$672,734	\$1,351,751	200.93%
\$1,381,946	\$1,289,688	-\$92,258	-7.15%	\$810,641	-\$571,305	-70.48%
\$518,216	\$595,852	\$77,636	13.03%	\$462,864	-\$55,352	-11.96%
\$1,900,162	\$1,885,540	-\$14,622	-0.78%	\$1,273,505	-\$626,657	-49.21%
-\$113,661	-\$96,786	-\$16,875	-17.44%	-\$600,771	\$487,110	81.08%

Revenue

	Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
Recreation Fee	\$777,649	\$836,350	-\$58,701	-7.02%	\$500,228	\$277,421	55.46%
Direct Access and Use	\$3,918,201	\$2,851,034	\$1,067,167	37.43%	\$2,127,207	\$1,790,994	84.19%
Food and Beverage	\$1,573,759	\$1,840,587	-\$266,828	-14.50%	\$1,220,454	\$353,305	28.95%
Retail	\$311,712	\$274,972	\$36,740	13.36%	\$232,840	\$78,872	33.87%
Lessons	\$1,165,565	\$1,341,169	-\$175,604	-13.09%	\$961,470	\$204,095	21.23%
Rentals	\$885,103	\$888,398	-\$3,295	-0.37%	\$779,910	\$105,193	13.49%
Other Revenue	\$595,094	\$464,150	\$130,944	28.21%	\$559,596	\$35,498	6.34%
Total Revenue	\$9,227,083	\$8,496,660	\$730,423	8.60%	\$6,381,705	\$2,845,378	44.59%
Cost of Goods Sold	\$687,750	\$703,010	\$15,260	2.17%	\$521,646	-\$166,104	-31.84%
Gross Margin	\$8,539,333	\$7,793,650	\$745,683	9.57%	\$5,860,059	\$3,011,482	51.39%
Payroll (incl burden)	\$7,335,054	\$7,467,211	\$132,157	1.77%	\$5,228,716	-\$2,106,338	-40.28%
Other Operating Expenses	\$3,064,382	\$3,556,865	\$492,483	13.85%	\$2,747,804	-\$316,578	-11.52%
Total Operating Cost	\$10,399,436	\$11,024,076	\$624,640	5.67%	\$7,976,520	-\$2,422,916	-30.38%
Operating Result	-\$1,860,103	-\$3,230,426	\$1,370,323	42.42%	-\$2,116,461	\$256,358	-12.11%

Consolidated Golf P&L - July 2021

Month to Date

Year to Date

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$79,205	\$63,000	\$16,205	25.72%	\$0	\$79,205	#DIV/0!
\$126,845	\$55,500	\$71,345	128.55%	\$0	\$126,845	#DIV/0!
\$44,435	\$19,200	\$25,235	131.43%	\$0	\$44,435	#DIV/0!
\$85,667	\$42,300	\$43,367	102.52%	\$0	\$85,667	#DIV/0!
\$17,693	\$23,000	-\$5,307	-23.07%	\$362	\$17,331	4787.57%
\$2,521	\$1,300	\$1,221	93.92%	\$64	\$2,457	3839.06%
\$70,633	\$43,700	\$26,933	61.63%	\$0	\$70,633	#DIV/0!
\$17,009	\$20,000	-\$2,991	-14.96%	\$18,656	-\$1,647	-8.83%
\$444,008	\$268,000	\$176,008	65.67%	\$19,082	\$424,926	2226.84%
\$15,428	\$11,500	-\$3,928	-34.16%	\$302	-\$15,126	#####
\$428,580	\$256,500	\$172,080	67.09%	\$18,780	\$440,052	2343.19%
\$149,433	\$143,192	-\$6,241	-4.36%	\$31,515	-\$117,918	-374.16%
\$83,676	\$53,249	-\$30,427	-57.14%	\$51,366	-\$32,310	-62.90%
\$233,109	\$196,441	-\$36,668	-18.67%	\$82,881	-\$150,228	-181.26%
\$195,471	\$60,059	\$135,412	225.46%	-\$64,101	\$259,572	404.94%

Revenue

Golf Green Fees - Member
Golf Green Fees - Guest
Golf Green Fees - Public
Golf Passes / Multi Day Packs
Retail
Lessons
Rentals
Driving Range

Total Revenue

Cost of Goods Sold

Gross Margin

Payroll (incl burden)

Other Operating Expenses

Total Operating Cost

Operating Result

Actual	Budget	Variance \$	Variance %	Prior Year	Variance \$	Variance %
\$159,680	\$76,100	\$83,580	109.83%	\$0	\$159,680	#DIV/0!
\$202,220	\$59,700	\$142,520	238.73%	\$0	\$202,220	#DIV/0!
\$79,035	\$20,000	\$59,035	295.18%	\$0	\$79,035	#DIV/0!
\$156,048	\$84,200	\$71,848	85.33%	\$0	\$156,048	#DIV/0!
\$36,275	\$30,000	\$6,275	20.92%	\$362	\$35,913	9920.72%
\$5,009	\$2,200	\$2,809	127.68%	\$64	\$4,945	7726.56%
\$130,554	\$57,800	\$72,754	125.87%	\$0	\$130,554	#DIV/0!
\$42,334	\$31,500	\$10,834	34.39%	\$27,310	\$15,024	55.01%
\$811,155	\$361,500	\$449,655	124.39%	\$27,736	\$783,419	2824.56%
\$29,046	\$15,000	-\$14,046	-93.64%	\$302	-\$28,744	#####
\$782,109	\$346,500	\$435,609	125.72%	\$27,434	\$812,163	2960.43%
\$488,831	\$505,449	\$16,618	3.29%	\$146,444	-\$342,387	-233.80%
\$286,289	\$180,449	-\$105,840	-58.65%	\$132,555	-\$153,734	-115.98%
\$775,120	\$685,898	-\$89,222	-13.01%	\$278,999	-\$496,121	-177.82%
\$6,989	-\$339,398	\$346,387	-102.06%	-\$251,565	\$258,554	-102.78%

Tahoe Donner Association
Operating Fund - NOR and Per Property Metrics

For the seven months ending July 2021

Net Operating Results (NOR)				Department	Per Property Metrics					
Actual	Budget	Variance to Budget			Actual	Budget	Variance to Budget		Variance to Prior Yr	
		Amount	Pctg			Amount	Pctg	Amount	Pctg	
				# of Assessed Lots	6473	6473	-	0%	-	0%
\$ 423,112	\$ 391,546	\$ 31,566	8%	Private Amenities	\$ 65.37	\$ 60.49	\$ 5	8%	\$ 65	10670%
231,848	158,651	73,197	46%	Trout Creek Rec Ctg	35.82	24.51	11	46%	51	335%
(105,171)	(131,122)	25,951	20%	Aquatics	(16.25)	(20.26)	4	20%	(13)	-450%
236,406	205,928	30,478	15%	Beach Club Marina	36.52	31.81	5	15%	19	109%
32,693	24,834	7,859	32%	Tennis Center	5.05	3.84	1	32%	(2)	-26%
67,115	140,290	(73,175)	-52%	Day Camps	10.37	21.67	(11)	-52%	12	739%
(39,780)	(7,035)	(32,745)	-465%	Recreation Programs	(6.15)	(1.09)	(5)	-465%	(2)	-60%
1,670,520	787,346	883,174	112%	Public Amenities	\$ 258.08	\$ 121.64	136	112%	144	125%
1,401,156	925,223	475,933	51%	Downhill Ski	216.46	142.94	74	51%	42	24%
647,221	360,553	286,668	80%	Cross Country Ski	99.99	55.70	44	80%	48	94%
187,156	149,826	37,330	25%	Snowplay	28.91	23.15	6	25%	24	472%
6,989	(339,398)	346,387	102%	Golf	1.08	(52.43)	54	102%	40	103%
22,042	7,144	14,898	209%	Campground	3.41	1.10	2	209%	1	33%
(72,175)	(30,602)	(41,573)	-136%	Equestrian	(11.15)	(4.73)	(6)	-136%	(1)	-14%
5,231	2,129	3,102	146%	Bikeworks	0.81	0.33	0	146%	(4)	-82%
(114,124)	(132,552)	18,428	14%	Trails	(17.63)	(20.48)	3	14%	(5)	-39%
(310,406)	(128,100)	(182,306)	-142%	The Lodge	(47.95)	(19.79)	(28)	-142%	(2)	-5%
(8,240)	4,105	(12,345)	-301%	Summer Food and Bev	(1.27)	0.63	(2)	-301%	1	48%
(35,909)	14,896	(50,805)	-341%	Pizza on the Hill	(5.55)	2.30	(8)	-341%	(4)	-252%
(58,421)	(45,878)	(12,543)	-27%	Alder Creek Café	(9.03)	(7.09)	(2)	-27%	4	29%
2,093,631	1,178,892	914,739	78%	Amenities Total	\$ 323.44	\$ 182.12	141	78%	208	181%
(3,953,734)	(4,409,318)	455,584	10%	HOA & Amenities Support Services	\$ (610.80)	\$ (681.19)	70	10%	(169)	-38%
(446,972)	(444,108)	(2,864)	-1%	General	(69.05)	(68.61)	(0)	-1%	2	3%
(787,347)	(526,190)	(261,157)	-50%	Administration	(121.64)	(81.29)	(40)	-50%	(123)	-6992%
(236,741)	(307,895)	71,154	23%	Communications	(36.57)	(47.57)	11	23%	(1)	-4%
(439,944)	(451,437)	11,493	3%	Information Tech	(67.97)	(69.74)	2	3%	(16)	-30%
(469,864)	(520,926)	51,062	10%	Accounting	(72.59)	(80.48)	8	10%	(11)	-18%
(260,410)	(269,987)	9,577	4%	Human Resources	(40.23)	(41.71)	1	4%	(15)	-62%
(55,503)	(184,938)	129,435	70%	Architectural Standards	(8.57)	(28.57)	20	70%	0	2%
(159,157)	(136,129)	(23,028)	-17%	Member Services	(24.59)	(21.03)	(4)	-17%	(8)	-50%
(258,259)	(273,308)	15,049	6%	Risk & Facility Admin	(39.90)	(42.22)	2	6%	(9)	-30%
(488,435)	(860,582)	372,147	43%	Forestry	(75.46)	(132.95)	57	43%	18	19%
(351,102)	(433,818)	82,716	19%	Maintenance	(54.24)	(67.02)	13	19%	(5)	-10%
\$ (1,860,103)	\$ (3,230,426)	\$ 1,370,323	42%	Net Operating Result	\$ (287.36)	\$ (499.06)	\$ 211.70	42%	\$ 39.60	12%

Summary Operating Fund P&L

Full Year Forecast

	2021 Forecast	2021 Budget	+ / (-) Budget
Rec Fee Income	\$ 1,341,300	\$ 1,400,000	\$ (58,700)
Access Fees	\$ 5,478,325	\$ 4,230,772	\$ 1,247,553
Food & Beverage	\$ 2,727,293	\$ 3,282,695	\$ (555,402)
Retail	\$ 488,641	\$ 455,076	\$ 33,565
Lessons & Rentals	\$ 2,774,855	\$ 3,046,586	\$ (271,731)
Other HOA Income	\$ 888,823	\$ 867,700	\$ 21,123
Gross Income	\$ 13,699,237	\$ 13,282,829	\$ 416,408
COGS	(\$1,185,223.17)	(\$1,236,393.33)	\$ 51,170
Gross Margin	\$ 12,514,013	\$ 12,046,435	\$ 467,578
Payroll	\$ (12,649,139)	\$ (12,687,245)	\$ 38,106
Operating Expenses	\$ (5,672,231)	\$ (6,000,019)	\$ 327,788
Net Operating Revenue	\$ (5,807,356)	\$ (6,640,828)	\$ 833,472
Overhead Charged to Other Funds	\$ 197,000	\$ 197,000	\$ -
Net Operating Revenue after Overhead Allocation	\$ (5,610,356)	\$ (6,443,828)	\$ 833,472
Per Property Owner	\$ (866.73)	\$ (995.49)	\$ 129

Tahoe Donner Association
Statement of Financial Position
Consolidated

as of end of month:	2021 July	2021 June	(Audited) 2020 December	2020 July
Assets				
Cash and Investments, Restricted	243,842	243,841	238,830	232,319
Cash and Investments, non-Restricted	38,347,281	39,871,398	31,279,279	32,955,251
Member's Dues & Receivables, Net	260,374	331,686	214,234	356,111
Other Receivables	197,041	86,773	58,600	308,374
Inventory	268,303	288,782	321,968	282,140
Prepaid Expenses & Other Assets	431,573	461,021	1,274,411	303,289
Gross, Property & Equipment	82,791,477	82,791,477	82,791,477	81,680,066
Less Accumulated Depreciation	(46,431,682)	(46,151,782)	(44,460,616)	(43,466,468)
NBV of InService Property & Equip	36,359,795	36,639,695	38,330,861	38,213,598
Construction In Progress	5,588,089	5,051,460	4,049,726	3,405,861
Net Property and Equipment	41,947,884	41,691,155	42,380,587	41,619,459
Total Assets	81,696,298	82,974,656	75,767,908	76,056,942
Liabilities and Members' Equity				
Liabilities				
Accounts Payable	85,149	547,442	268,097	878,436
Accrued Liabilities	1,345,541	1,239,472	1,044,342	1,129,003
Deferred Revenue, Annual Assessment	4,589,928	4,700,667	4,613,293	3,659,284
Deferred Revenue, Recreation Fee	780,895	965,771	608,098	678,412
Deferred Revenue, All Other	1,282,241	1,618,972	1,411,801	518,962
Deposits	412,299	391,792	376,034	542,207
Total Liabilities	8,496,052	9,464,116	8,321,666	7,406,304
Members' Equity	73,200,246	73,510,540	67,446,243	68,650,638
Total Liabilities and Members' Equity	81,696,298	82,974,656	75,767,908	76,056,942

TAHOE DONOR ASSOCIATION

Capital Funds Summary

For the Month Ending July 31, 2021

	7-month YTD	12-months	12-months		
	2021 YTD Actual	2021 Budget	YTD Actual vs Budget	2021 FORECAST	Forecast vs Budget
REPLACEMENT RESERVE FUND (902)					
2020 YEAR END 12/31/2020, Beginning Balance	\$ 13,128,074	\$ 12,000,000	\$ 1,128,074	\$ 13,128,074	\$ 1,128,074
ASSESSMENT CONTRIBUTION	5,184,873	5,184,873	-	5,184,873	-
<i>Operating Fund Balance Transfer In (if any)</i>		-	-	-	-
INTEREST INCOME	85,289	211,444	(126,155)	159,000	(52,444)
SALVAGE RECEIPTS	24,133	36,705	(12,572)	36,705	-
CONSULTING EXPENSE	(9,347)				
INCOME TAX EXPENSE	-	(25,000)	25,000	(25,000)	-
BAD DEBT EXPENSE	(4,000)	(13,000)	9,000	(13,000)	-
PAYROLL COSTS	(79,730)	(136,680)	56,950	(136,680)	-
ALLOCATED OVERHEAD	-	(78,976)	78,976	(78,976)	-
EXPENDITURES FOR CAPITAL ADDITIONS	(960,229)	(4,975,398)	4,015,169	(6,324,898)	(1,349,500)
MAJOR REPAIRS, MAINTENANCE & LEASE EXPENSES	(266,024)	(1,009,533)	743,509	(1,300,214)	(290,681)
Replacement Reserve Fund Balance	\$ 17,103,039	\$ 11,194,435	\$ 5,917,951	\$ 10,629,885	\$ (564,550)
NEW EQUIPMENT FUND (905)					
2020 YEAR END 12/31/2020, Beginning Balance	\$ 354,656	\$ 321,503	\$ 33,153	\$ 354,656	\$ 33,153
ASSESSMENT CONTRIBUTION	-	-	-	-	-
INTEREST INCOME	34	4,823	(4,789)	80	(4,743)
INCOME TAX EXPENSE	-	-	-	-	-
EXPENDITURES FOR CAPITAL ADDITIONS	(37,707)	(80,000)	42,293	(129,400)	(49,400)
NM&E Fund Balance	\$ 316,984	\$ 246,326	\$ 70,658	\$ 225,336	\$ (20,990)
DEVELOPMENT FUND (903) -					
2020 YEAR END 12/31/2020, Beginning Balance	\$ 8,643,939	\$ 8,273,666	\$ 370,273	\$ 8,643,939	\$ 370,273
ASSESSMENT CONTRIBUTION - Regular	2,874,012	2,874,012	-	2,874,012	-
<i>Operating Fund Balance Transfer - IN</i>	-	-	-	-	-
INTEREST INCOME	25,440	82,737	(57,297)	43,000	(39,737)
INCOME TAX EXPENSE	-	(2,493)	2,493	(2,493)	-
BAD DEBT EXPENSE	(2,000)	(7,000)	5,000	(7,000)	-
ALLOCATED OVERHEAD	-	(118,024)	118,024	(118,024)	-
PAYROLL COSTS	(112,567)	(192,976)	80,409	(192,976)	-
EXPENDITURES FOR CAPITAL ADDITIONS	(531,513)	(1,663,720)	1,132,207	(3,143,563)	(1,479,843)
MAJOR R&M, PROJECTS & LEASE EXPENSES	-	-	-	-	-
Development Fund Balance	\$ 10,897,311	\$ 9,246,202	\$ 1,651,109	\$ 8,096,895	\$ (1,149,307)
Combined CAPITAL FUNDS ACTIVITY - Year to Date					
EXPENDITURES FOR CAPITAL ADDITIONS	(1,642,016)	(6,719,118)	5,077,102	(9,597,861)	(2,878,743)
MAJOR REPAIRS, MAINTENANCE & LEASE EXPENSES	(266,024)	(1,009,533)	743,509	(1,300,214)	(290,681)
YTD CAPITAL FUNDS TOTAL	(1,908,040)	(7,728,651)	5,820,611	(10,898,075)	(3,169,424)

Golf Pass/Pack Sales 2018.2019.2021- Course Closed 2020

Source: RTP | Customer Product Listing

As Of: 8/12/2021

2021 Golf Season Pass - Sales opened 4/20/21

ProdNº	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	24	\$ 1,800	\$ 43,200
20426	Member Weedkday Plus	96	\$ 1,350	\$ 129,600
26089	Member Weekday PM	44	\$ 700	\$ 30,800
28044	Public Weekday Plus	1	\$ 1,800	\$ 1,800
26980	Public Weekday PM	13	\$ 744	\$ 9,671
28043	Public Unlimited	4	\$ 2,300	\$ 9,200
12073	Golf Junior Member	7	\$ 400	\$ 2,800
TOTAL Passes		189	\$ 1,201.43	\$ 227,071
Variance to PY Pace Amount		78	\$ 158.07	\$ 111,258
Variance to PY Pace Pctg		70%	15%	96%

2021 Golf Pack

26964	Golf Member 5 Pack	35	\$ 375	\$ 13,125
20429	Golf Member 10 Pack	85	\$ 700	\$ 59,500
20430	Golf Member 20 Pack	25	\$ 1,300	\$ 32,500
21047	Ladies 9Holer 10 Pack	36	\$ 325	\$ 11,700
28045	Public Four Pack		\$ -	
26269	Guest 10 Pack	15	\$ 1,000	\$ 15,000
TOTAL Packs		196	\$ 672.58	\$ 131,825
Variance to PY Pace Amount		57	\$ 135.43	\$ 57,161
Variance to PY Pace Pctg		41%	25%	77%

2021 Golf Cart Season Pass

12351	Private Cart Season Pass	14	\$ 445	\$ 6,230
26086	Member Cart SP Single	41	\$ 389	\$ 15,968
26087	Member Cart SP Double	15	\$ 720	\$ 10,800
TOTAL Passes		70	\$ 471.40	\$ 32,998
Variance to PY Pace Amount		31	\$ 29.22	\$ 15,753
Variance to PY Pace Pctg		79%	7%	91%

As Of: 08/12/2019

2019 Golf Season Pass - Sales opened 4/15/19

ProdNº	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	15	\$ 1,510	\$ 22,650
20426	Member Weedkday Plus	66	\$ 1,124	\$ 74,180
26089	Member Weekday PM	23	\$ 621	\$ 14,287
28044	Public Weekday Plus	1	\$ 1,699	\$ 1,699
26980	Public Weekday PM	3	\$ 649	\$ 1,947
28043	Public Unlimited			
12073	Golf Junior Member	3	\$ 350	\$ 1,050
TOTAL Passes		111	\$ 1,043.36	\$ 115,813
Variance to PY Pace Amount		-18	\$ 12.11	\$ (17,218)
Variance to PY Pace Pctg		-14%	1%	-13%

2019 Golf Pack

26964	Golf Member 5 Pack	21	\$ 284	\$ 5,960
20429	Golf Member 10 Pack	59	\$ 513	\$ 30,290
20430	Golf Member 20 Pack	31	\$ 931	\$ 28,870
21047	Ladies 9Holer 10 Pack	23	\$ 280	\$ 6,440
28045	Public Four Pack	1	\$ 324	\$ 324
26269	Guest 10 Pack	4	\$ 695	\$ 2,780
TOTAL Packs		139	\$ 537.15	\$ 74,664
Variance to PY Pace Amount		-29	\$ 12.19	\$ (13,530)
Variance to PY Pace Pctg		-17%	2%	-15%

2019 Golf Cart Season Pass

12351	Private Cart Season Pass	13	\$ 445	\$ 5,785
26086	Member Cart SP Single	22	\$ 390	\$ 8,580
26087	Member Cart SP Double	4	\$ 720	\$ 2,880
TOTAL Passes		39	\$ 442.18	\$ 17,245
Variance to PY Pace Amount		-15	\$ 2.69	\$ (6,488)
Variance to PY Pace Pctg		-28%	1%	-27%

As of 08/12/18

2018 Golf Season Pass - Sales opened 4/10/18

ProdNº	Product	Qty	PassPrice	NetSales
12072	Member Unlimited	22	\$ 1,460	\$ 32,130
20426	Member Weedkday Plus	76	\$ 1,082	\$ 82,210
26089	Member Weekday PM	28	\$ 621	\$ 17,382
28044	Public Weekday Plus			
26980	Public Weekday PM	1	\$ 649	\$ 649
28043	Public Unlimited			
12073	Golf Junior Member	2	\$ 330	\$ 660
TOTAL Passes		129	\$ 1,031.25	\$ 133,031
Variance to PY Pace Amount		13	\$ (14.35)	\$ 11,742
Variance to PY Pace Pctg		11%	-1%	10%

2018 Golf Pack

26964	Golf Member 5 Pack	23	\$ 286	\$ 6,580
20429	Golf Member 10 Pack	68	\$ 511	\$ 34,720
20430	Golf Member 20 Pack	36	\$ 928	\$ 33,420
21047	Ladies 9Holer 10 Pack	35	\$ 280	\$ 9,800
28045	Public Four Pack	1	\$ 324	\$ 324
26269	Guest 10 Pack	5	\$ 670	\$ 3,350
TOTAL Packs		168	\$ 524.96	\$ 88,194
Variance to PY Pace Amount		87	\$ (71.95)	\$ 39,844
Variance to PY Pace Pctg		107%	-12%	82%

2018 Golf Cart Season Pass

12351	Private Cart Season Pass	17	\$ 431	\$ 7,323
26086	Member Cart SP Single	31	\$ 390	\$ 12,090
26087	Member Cart SP Double	6	\$ 720	\$ 4,320
TOTAL Passes		54	\$ 439.49	\$ 23,733
Variance to PY Pace Amount		26	\$ 17.17	\$ 11,908
Variance to PY Pace Pctg		93%	4%	101%

2021 Total for the Season	455	\$ 861.31	\$ 391,894	2019 Total for the Season	289	\$ 718.76	\$ 207,722	2018 Total for the Season	351	\$ 697.88	\$ 244,958
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Total \$Sales STD \$ 391,894
 Variance to 2019 \$ 184,172
 Variance % 89%

Total \$Sales STD \$ 207,722
 Variance to 2018 \$ (37,236)
 Variance % -15%

Total \$Sales STD \$ 244,958
 Variance to 2017 \$ 63,494
 Variance % 35%